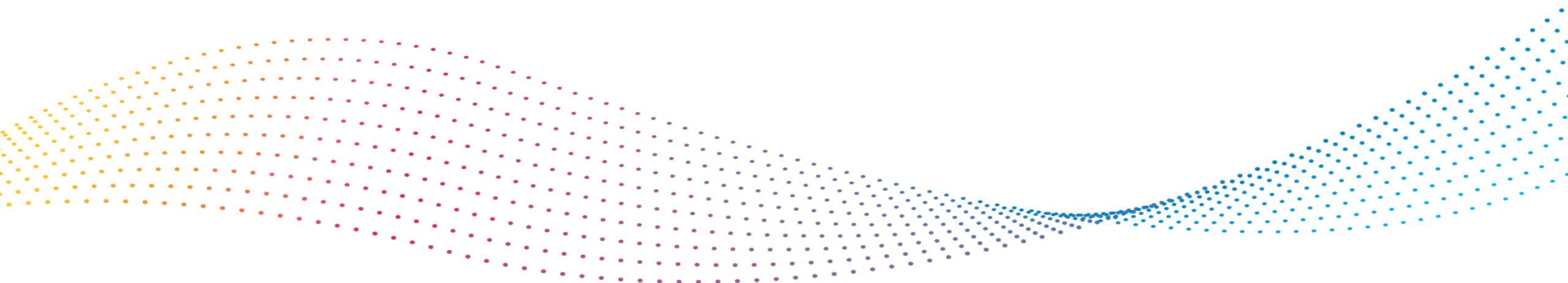
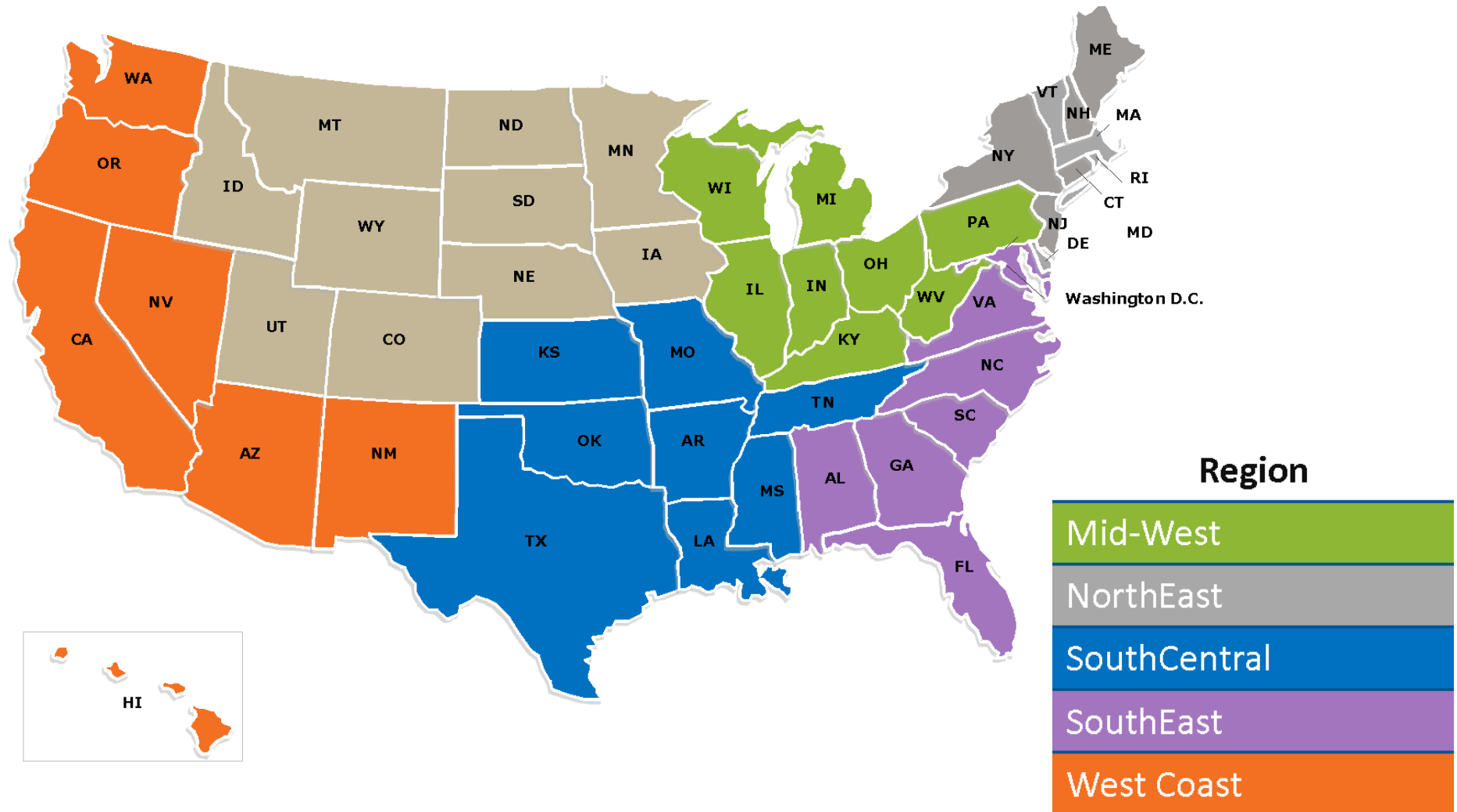


Sales Leadership Contacts



Regional Sales Leadership



Broker Leader Structure

Two Distinct Roles

Field Agency Leader

- Manager – Senior Director Level:
Manages all regional/local agencies regardless of level (FMO – GA)
- Senior Manager – Senior Director can have Field Agency Leaders, Direct Reports

Sales Executive

- Senior SE or SE
- Directly Reports to a Field Agency Leader
- Collaborates with all Brokers assigned to them
- Drive Broker to increase sales, while growing the net number of active producing Brokers they support

Mid-West

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South-Central

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South-Central continued

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Southeast

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